

## Message Text

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65 64

ORIGIN EB-07

INFO OCT-01 ARA-06 ISO-00 COME-00 XMB-02 TRSE-00 CIAE-00

INR-07 NSAE-00 /023 R

DRAFTED BY EB/OA/AVP:JKGORDON:EE

APPROVED BY EB/OA:DBORTMAN

COM:RMYERS (PHONE)

EXIM:CKUGE (SUBS)

----- 000676

P 032138Z MAR 75

FM SECSTATE WASHDC

TO AMEMBASSY MANAGUA PRIORITY

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E.O. 11652: N/A

TAGS: BEXP, EAIR, NU

SUBJECT: SALES OPPORTUNITY FOR USED JET AIRCRAFT

REF: MANAGUA 847 (NOT INFO SECSTATE)

1. USED BOEING 737-100 REPORTED AVAILABLE FOR US DOLLARS 3 MILLION, WHILE USED 737-200 VARIES FROM DOLLARS 3.7 TO 4.2 MILLION. USED 727-100 PRICED DOLLARS 3 MILLION WITH THOSE IN QUICK-CHANGE CONFIGURATION AT DOLLARS 4 MILLION. USED 727-200 COULD COST UP TO DOLLARS 6.5 MILLION BUT NONE REPORTED AVAILABLE.

2. SUGGEST LANICA CONTACT NAME BE PROVIDED TO COMMERCE WITH COMPLETE ADDRESS INCLUDING TELEX NBR. TRADE OPPORTUNITY WILL BE DISSEMINATED TO BROKERS AND OPERATORS OF SUITABLE AIRCRAFT.

3. SELLERS OF USED AIRCRAFT FREQUENTLY HAVE THEIR OWN FINANCING PLANS, SOMETIMES INVOLVING LEASING WITH OPTIONS

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TO PURCHASE. FINANCING PLANS DIFFER WITH EACH TRANSACTION,

DEPENDING ON DOWN PAYMENT AND ABILITY TO SERVICE THE DEBT.

4. EXIM ADVISES FINANCING MATURITIES OF 5-7 YEARS FOR USED  
AIRCRAFT DEPENDING ON USEFUL LIFE LEFT IN AIRFRAME. SUG-  
GEST LANICA CONTACT EXIM DIRECTLY FOR FURTHER INFORMATION. KISSINGER

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** PROCUREMENT, AIRLINES, JET AIRCRAFT, MARKET OPPORTUNITIES  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 03 MAR 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** GolinoFR  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975STATE047203  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** JKGORDON:EE  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750074-0490  
**From:** STATE  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t19750387/aaaadbak.tel  
**Line Count:** 66  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ORIGIN EB  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 75 MANAGUA 847  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** GolinoFR  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 10 SEP 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <10 SEP 2003 by ellisoob>; APPROVED <03 NOV 2003 by GolinoFR>  
**Review Markings:**

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EO Systematic Review  
05 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** SALES OPPORTUNITY FOR USED JET AIRCRAFT  
**TAGS:** BEXP, EAIR, NU, US, LANICA  
**To:** MANAGUA  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006